

Message Text

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FOR J.T. SPOTT, M/FSI.

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SUBJECT: OVERSEAS BUSINESS AND MARKETING SEMINAR

REF: STATE 176867

EMBASSY NOMINATES THE FOLLOWING LOCAL EMPLOYEES TO ATTEND THE OVERSEAS BUSINESS AND MARKETING SEMINAR TO BE GIVEN IN SAO PAULO, NOVEMBER 10 - 21, 1975:

A. RAIMUNDO NELSON TEIXEIRA, COMMERCIAL SPECIALIST, FSL-13, BELEM. MR. TEIXEIRA ACTS AS ECON/COMM OFFICER IN THE BELEM CONSULAR DISTRICT - AN AREA THAT INCLUDES 45 PERCENT OF ALL BRAZILIAN TERRITORY. MR. TEIXEIRA IS RESPONSIBLE FOR ALL WTDR'S, TRADE OPPORTUNITIES, ADS'S, ASSISTANCE TO AMERICAN BUSINESSMEN, MAINTAINING TRADE AND BUSINESS CONTACTS, COLLECTING ECONOMIC AND COMMERCIAL DATA AND INFORMATION, AND ALL OTHER ECON/COMM WORK AT THE CONSULATE, HE HAS WORKED AT THE CONSULATE FOR MORE THAN 20 YEARS AND IS EXCELLENT IN EVERY PHASE OF HIS WORK. THE BELEM CONSULAR DISTRICT HAS NUMEROUS MULTI-MILLION DOLLAR PROJECTS IN WOOD INDUSTRY, MINING, AND HYDRO-ELECTRIC AREAS PLANNED OR UNDERWAY. BILLIONS OF DOLLARS OF EQUIPMENT WILL BE PURCHASED TO BE USED IN THESE PROJECTS OVER THE NEXT 10 YEARS. THE CONSULATE BELIEVES THAT THE SEMINAR WOULD BE VALUABLE FOR MR. TEIXEIRA AND SUBSTANTIAL POSSIBILITY EXISTS THAT SPECIALIZED KNOWLEDGE GAINED COULD HELP EXPAND U.S. MARKET SHARE IN MINING, FORESTRY, AND HYDRO-ELECTRIC EQUIPMENT MARKET SECTORS. MR. TEIXEIRA IS ONLY EMPLOYEE (EITHER LOCAL OR AMERICAN) AT CONSULATE WHO DEVOTES ALL HIS TIME TO ECON/COMM MATTERS.

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B. ASLAN DAVID ANZAROUT, COMMERCIAL SPECIALIST, FSL-14, RIO DE JANEIRO. SERVING AT THE COMMERCIAL SECTION OF THE POST SINCE 1967 AS INTERNATIONAL TRADE SPECIALIST, MR. ANZAROUT HAS ACTIVELY PARTICIPATED IN MAJOR TRADE PROMOTION ACTIVITIES AND HAS REPORTED GOB MEASURES RELATING TO FOREIGN TRADE AND INVESTMENT. HIS KNOWLEDGE OF INTERNATIONAL BUSINESS AFFAIRS IS AVAILABLE TO VISITING U.S. BUSINESSMEN AND GOVERNMENT OFFICIALS, AS WELL AS USG EXPORT PROMOTION ACTIVITIES. IN THE MARKET RESEARCH FIELD, MR. ANZAROUT CONDUCTED IN 1973 A DESK MARKET SURVEY ON POLLUTION CONTROL EQUIPMENT AND IS ONE OF THE CAMPAIGN MANAGERS FOR THIS THEME IN FY 1976 CCP. WE BELIEVE THAT HIS ATTENDANCE AT SUBJECT SEMINAR WILL SERVE TO SHARPEN HIS SKILLS, PREPARING HIM TO ASSUME GREATER RESPONSIBILITIES AT POST.

C. ESDRAS NEVES ALMEIDA, ECONOMIST, FSL-12, BRASILIA. MR. ALMEIDA SERVES AS ECONOMIST, FSL-12, IN THE ECONOMIC SECTION OF THE EMBASSY. THE POSITION HE FILL REQUIRES UPTODATE KNOWLEDGE AND UNDERSTANDING OF ALL MAJOR DEVELOPMENTS AFFECTING THE BRAZILIAN ECONOMY - MACRO-ECONOMIC PERFORMANCE AND NATIONAL FINANCES, GOVERNMENT POLICIES AND PROGRAMS, PRIVATE SECTOR AND INDUSTRIAL TRENDS, NATIONAL BANKING SYSTEM, AND SOCIO-ECONOMIC CONDITIONS AND INFLATION. HE MUST BE ABLE TO PREPARE REPORTS ON THESE SUBJECTS ON HIS OWN AND IN COLLABORATION WITH THE STATE AND TREASURY OFFICERS IN THE SECTION. AN IMPORTANT DUTY IN THIS LATTER REGARD IS THE GATHERING OF STATISTICAL DATA FOR REPORTS AND ANALYSIS AND THE INTERPRETATION OF LAWS AND REGULATIONS. HE ALSO HANDLES COMMERCIAL INQUIRIES, BOTH PERSONAL AND BY CORRESPONDENCE, AND MAINTAINS LIAISON AT THE STAFF LEVEL WITH THE CENTRAL BANK ON APPLICATIONS FOR OPIC INSURANCE FOR U.S. INVESTMENT PROJECTS IN BRAZIL. TO CARRY OUT THESE RESPONSIBILITIES, HE MUST BE THOROUGHLY ACQUAINTED WITH THE GOVERNMENTAL STRUCTURE AND MAINTAIN A BROAD RANGE OF CONTACTS IN GOVERNMENT AGENCIES AND RESEARCH INSTITUTIONS. PERHAPS EVEN MORE IMPORTANT, HE MUST BE ABLE, OFTEN ON VERY SHORT NOTICE, TO ESTABLISH A CONTACT OR LOCATE A SOURCE OF INFORMATION FOR MATTERS REQUIRING URGENT HANDLING.

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